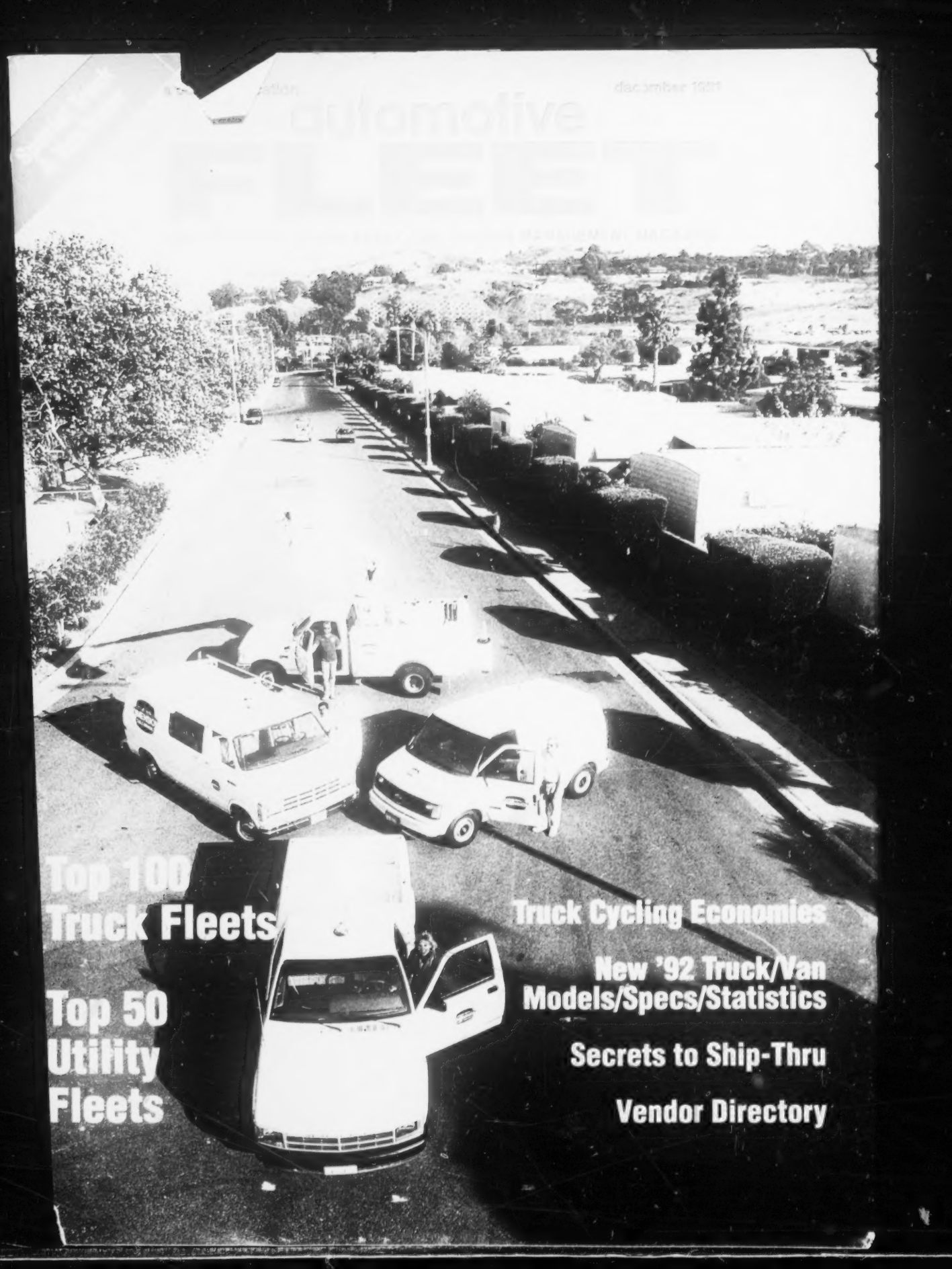
Top 100
Truck Fleets
Top 50
Utility
Fleets
Truck Cycling Economies
New '92 Truck/Van
Models/Specs/Statistics
Secrets to Ship-Thru
Vendor Directory

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CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

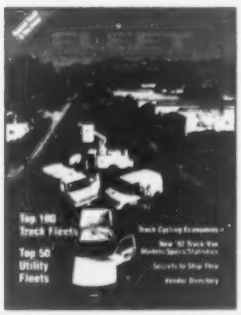
BOBIT PUBLISHING

December 1991
VOL. 31, NO. 2

Influencing the management of 5,072,000 cars and 2,209,000 light trucks and vans in business, leasing, rental, utility, government, police, and taxi fleets.

Page 34 *— The 1992-model year for trucks and vans offers more horsepower and lower emissions.*

Page 45 *— Customized truck bodies, van interiors, and other aftermarket products can equip service vehicles for a variety of fleet purposes.*



On the Cover: *The fleet of Times Mirror Cable in San Juan Capistrano, CA uses a diverse model mix of pickups, vans, and medium-duty vehicles to complete its work.*

Features

18 **Light and Medium Truck Statistics**
Industry sales figures for domestic and import manufacturers show that truck sales are expected to increase in 1992.

34 **1992-Model Year Trucks and Vans Showcase Technology**
Powertrain changes dominate this year's light- and medium-duty truck and van market.

40 **The Economics of Cycling Fleet Trucks**
Accurately projecting the residual values of used trucks allows fleet managers more control over their budgets.

45 **New Products from Truck Body Upfitters/Manufacturers**
A showcase of new products from truck and van upfitters and truck body manufacturers and distributors.

52 **NHTSA Releases Rules for Light-Duty Pickups**
Rules affecting the manufacture of light-duty pickups through the 1995-model year.

53 **The Job and Price Determine Service Vehicle Body Selection**
The nation's Top 100 truck and van fleets were surveyed to determine what auxiliary truck and van equipment they use most and why.

59 **Service Van Interior Manufacturer Buyers' Guide**
A handy reference chart for determining which manufacturer offers the van interior system right for your application.

60 **Factory Ship-Through Programs Expedite Upfitting**
Providing equipment installation near the point of a vehicle's manufacture offers cost-savings and uniform quality.

62 **Carl Bergman: Shaping the Future of Ford's Fleet Office**
Ford Fleet's new general fleet manager speaks out on the new directions the company will be taking in 1992.

68 **Truck and Van Vendor Directory**
A comprehensive listing of upfitters, leasing companies, and equipment and accessory manufacturers serving the truck and van market.

71 **1992-Model Year Truck and Van Specifications**
A model-by-model listing of specifications for Class 1 through Class 5 trucks and vans.

75 **The 1991 Top 100**
Automotive Fleet's annual listing of the largest commercial/utility rental truck and van fleets of Class 1 through Class 5 trucks and vans.

91 **1991 Top 50 Utility Truck and Van Fleets**
A national listing of the largest utility vehicle fleets.

Departments

Letters 8
Industry News 12
Hotline 17
Light Truck & Van News 92
Personnel Personals 96
Leasing 97
Used-Car Prices 100
Products/Services 102
Classified 104
Gas Prices 104
Calendar/Ad Index 105
Editorial 106

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on the basis of actual test experience and extensive research. Amoco believes that CNG is the most economically viable and cost-effective fuel alternative.

Fleets Emphasize Safe Driving

Fleets are imposing stricter penalties for driver accidents or violations of traffic law, along with implementing defensive driving programs and other measures to make fleet vehicles safer, according to a recent industry survey.

Employee discharge ranks as the number one penalty for drivers involved in an accident or traffic violation while intoxicated and driving their company car, according to the survey conducted by Runzheimer International. To address the drunk-driving problem, a majority of the fleets responding to the survey offer substance abuse counseling to drivers. Seventy-one percent of utility fleets, 64 percent of government fleets, and 43 percent of business fleets have programs to counsel drivers with drinking- or drug-related problems.

According to the survey, the most commonly cited reasons for adopting stricter fleet safety standards are to control rising insurance costs; to minimize loss of employee and vehicle productivity because of accidents; and to avert lawsuits when a corporation is identified as either owning or leasing a vehicle involved in an accident.

The survey also reveals that companies are making a practice out of checking employees' driving records both prior to employment and periodically after employment. Fifty-eight percent of the surveyed business fleets check driver's records both before and during employment.

To make fleet vehicles safer, air bags and anti-lock braking systems (ABS) are becoming increasingly common features on fleet vehicles. The chart (see above) illustrates the safety feature purchasing choices for busi-

Fleets with Some Vehicles Equipped with Air Bags

Business	Utility	Government
53%	41%	53%

Percentage of Newest Vehicles in Fleets Equipped with Air Bags

Business	Utility	Government
22%	21%	23%

Percentage of Newest Vehicles in Fleets Equipped with Anti-lock Brakes

Business	Utility	Government
20%	19%	21%

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ness, utility, and government fleets.

Oldsmobile Offers Fleet Driver Safety Program

Oldsmobile has announced a driver safety program for all 1992-model Cutlass Supreme models. A minimum delivery of 50 General Motors "W" cars is required to qualify for the allowance.

For every qualifying 1992 Cutlass Supreme purchased or leased by a fleet, Oldsmobile will reimburse up to $100 toward the cost of an approved driver's safety class for company drivers. Oldsmobile will also reimburse fleets up to an additional $50 for each qualifying 1992 Cutlass Supreme for the purpose of enabling companies to present drivers with Safe Driver of the Year awards. Oldsmobile's area fleet managers must approve the driver safety programs before any incentives can be paid.

Similar fleet safety programs are currently being offered by the Buick and Chevrolet divisions.

Anglo American Purchases Auto Salvage Auction

With the purchase of O'Hare Auto Auction of Bensenville, IL, Anglo American Auto Auctions has entered the auto salvage business, according to Michael Richardson, Anglo American's president and chief executive officer. Located south of the O'Hare airport, the auction sells theft-recovered and salvage vehicles to automotive rebuilders, parts dealers, and salvage yards.

Former O'Hare Auto Auction owner Jonathan Grannis will become vice president of Anglo American Salvage Auctions Inc., and general manager of the auction. Steve Perna, vice president of Anglo American Management Services, will be the director of the subsidiary company.

Also, Anglo American Management Services has moved to new offices. AA Collateral Recovery Inc and Anglo American Salvage Auctions Inc. will also have their headquarters offices at this new address: 3721 Ventura Drive, #160, Arlington Heights, IL, 60004. The phone and fax numbers will remain the same.

In other Anglo American news, Richardson was named to the National Auto Auction Association (NAAA) Hall of Fame at the NAAA's recent annual convention in Nashville, TN. Each year, the association inducts one representative of the auction industry.

"Mike Richardson has meant a great deal to the auction industry," said NAAA Chairman Omar Landis in making the award presentation. "He has introduced countless innovations and has maintained the highest level of integrity, and we are very pleased the he has received our association's highest honor."

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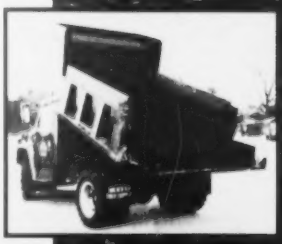

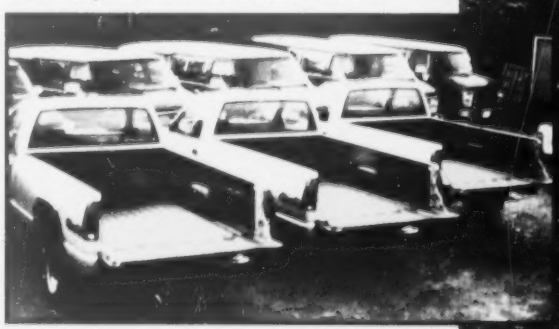

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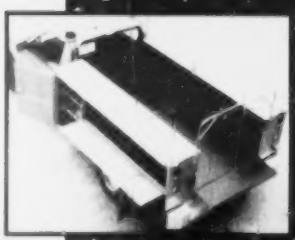

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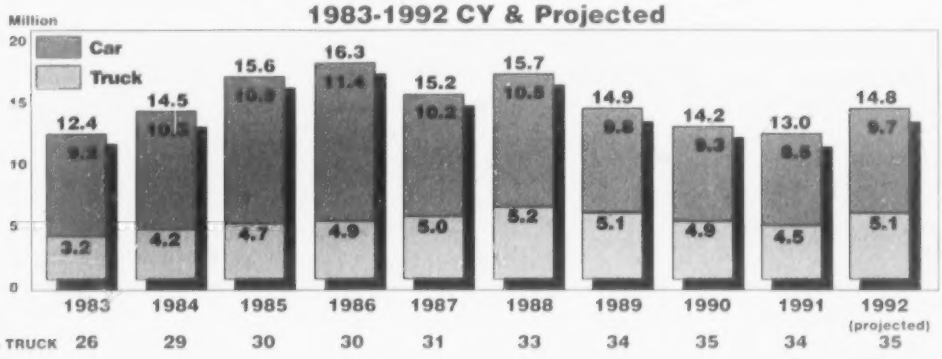
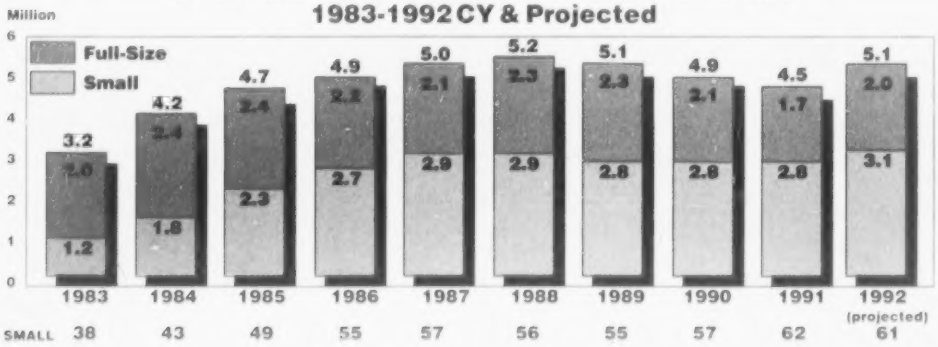
U.S. Light Truck Statistics

Total Industry Sales — Cars vs. Trucks
1983-1992 CY & Projected



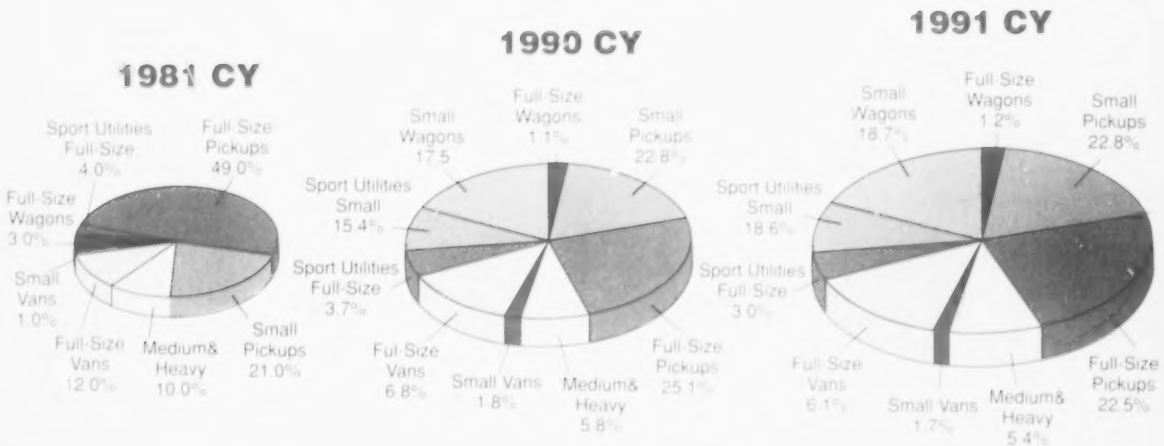
Trucks sales have been on the increase since 1983–going from 3.2 million and only 26 percent of the industry to the all-time industry record in 1988, with decreases in 1989 to 1991; they are expected to increase in 1992.

Total Industry Truck Sales - Small vs. Full Size
1983-1992 CY & Projected



In 1983, only 1,200,000 small trucks were sold for 38 percent of the market. In contrast, 1991 saw 2.8 million small trucks sold for 62 percent of the market. These 2.8 million small trucks were nearly the entire truck market in 1983.

Truck Market
Total Registrations



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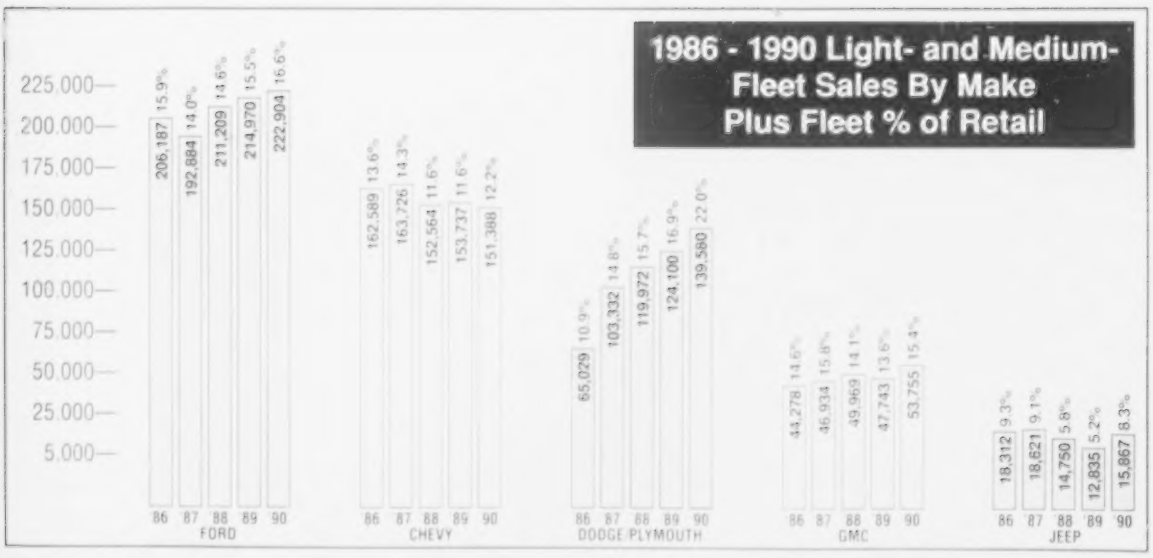
New 1982 to 1991 Classes 1 - 5 Truck Sales/Registrations Reported. National and Fleet Totals by Calendar Year.

Source: Automotive Fleet Research Dept.

MAKE	1982*	1983*	1984*	1985*	1986*	1987*	1988*	1989	1990	Prelim YTD 1991
CHEVY	726,358	891,125	1,072,231	1,209,012	1,198,856	1,145,472	1,314,657	1,323,305	1,240,062	707,831
	97,514	90,688	133,969	174,500	162,589	163,726	152,564	153,737	151,388	114,096
	13.4%	10.2%	12.5%	14.4%	13.6%	14.3%	11.6%	11.6%	12.2%	16.1%
FORD	689,941	905,846	1,111,832	1,189,053	1,296,181	1,376,037	1,443,060	1,388,760	1,340,342	675,770
	101,471	106,263	142,163	220,308	206,187	192,884	211,209	214,970	222,904	140,145
	14.7%	11.7%	12.8%	18.5%	15.9%	14.0%	14.6%	15.5%	16.6%	20.7%
GMC	186,257	224,718	268,858	309,125	304,133	296,435	354,282	350,039	348,705	229,428
	23,772	23,244	37,685	43,403	44,278	46,934	49,969	47,743	53,755	42,474
	12.8%	10.3%	14.0%	14.0%	14.6%	15.8%	14.1%	13.6%	15.4%	18.5%
DODGE & PLYMOUTH	228,232	263,687	503,967	606,388	596,159	697,773	763,309	735,184	634,931	427,471
	29,078	28,491	53,727	112,677	65,029	103,332	119,972	124,100	139,580	114,437
	12.7%	10.8%	10.7%	18.6%	10.9%	14.8%	15.7%	16.9%	22.0%	26.8%
JEEP	62,097	76,453	148,040	181,939	195,973	203,625	253,454	249,170	191,805	112,713
	3,816	1,947	5,971	18,222	18,312	18,621	14,750	12,835	15,867	11,597
	6.1%	2.5%	4.0%	10.0%	9.3%	9.1%	5.8%	5.2%	8.3%	10.3%
DOMESTIC TOTAL	1,892,885	2,361,829	3,104,928	3,495,517	3,591,302	3,719,342	4,128,762	4,046,458	3,755,845	2,153,213
	255,651	250,633	373,515	569,110	496,395	525,497	548,464	553,385	583,494	422,749
	14.0%	11.0%	12.0%	16.0%	14.0%	14.0%	13.0%	14.0%	15.5%	19.6%
IMPORT TOTAL	310,809	414,951	611,346	782,795	881,725	700,703	622,401	568,397	506,284	295,207
	26,558	43,382	77,563	99,201	108,240	49,788	49,835	49,379	40,511	25,331
	9.0%	10.0%	13.0%	13.0%	12.0%	7.0%	8.0%	8.0%	12.5%	11.7%
INDUSTRY TOTAL	2,203,694	2,776,780	3,716,274	4,278,312	4,473,027	4,420,045	4,751,163	4,614,855	4,262,129	2,448,420
	282,209	294,015	451,078	668,311	604,644	575,285	598,299	602,764	624,005	448,080
	13.0%	11.0%	12.0%	16.0%	14.0%	13.0%	13.0%	13.0%	14.6%	18.3%

*Light Duty Truck Registrations Only

Total | Fleet | % Fleet



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Import Light and Medium Truck Statistics

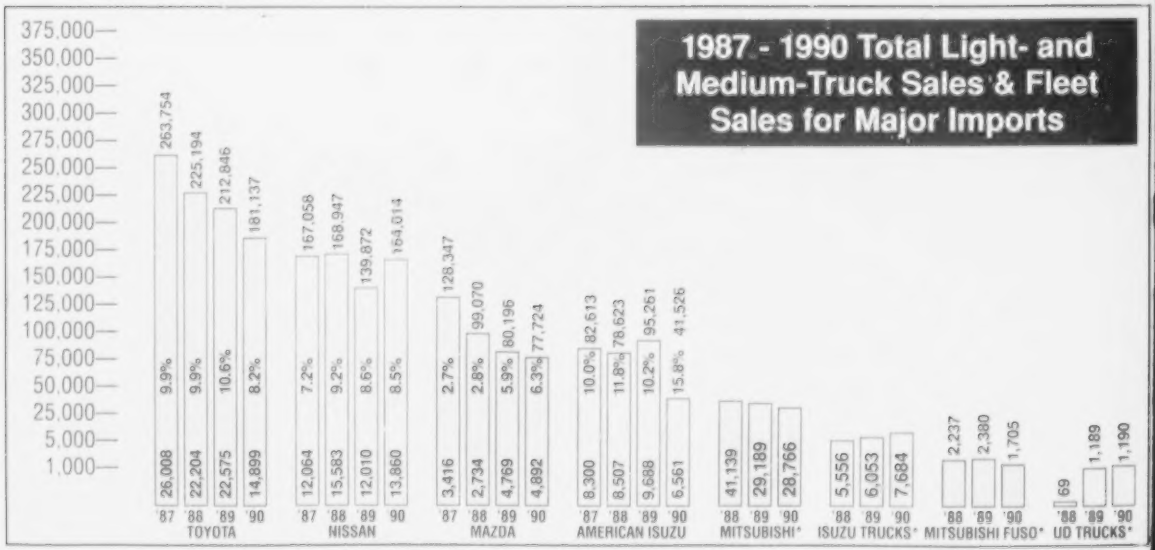
New 1982 to 1991 Classes 1 - 5 Truck Sales/Registrations Reported. National and Fleet Totals by Calendar Year.

Source: Automotive Fleet Research Dept.

MAKE	1982*	1983*	1984*	1985*	1986*	1987*	1988*	1989	1990	8 mos YTD 1991
TOYOTA	143,439	170,000	244,072	327,989	381,861	263,754	225,194	212,846	181,137	105,611
	10,936	23,387	41,860	61,517	72,184	26,008	22,204	22,575	14,899	9,392
	7.6%	13.8%	17.2%	18.8%	18.9%	9.9%	9.9%	10.6%	8.2%	8.9%
NISSAN	106,440	132,088	194,414	256,313	215,000	167,058	168,947	139,872	164,014	101,954
	13,430	12,073	19,491	23,156	18,030	12,064	15,583	12,010	13,860	10,349
	12.6%	9.1%	10.0%	9.0%	8.4%	7.2%	9.2%	8.6%	8.5%	10.2%
MAZDA	40,661	75,751	118,368	114,614	157,127	128,347	99,070	80,196	77,724	44,591
	2,192	5,747	6,610	6,544	10,103	3,416	2,734	4,769	4,892	2,564
	5.3%	7.5%	5.6%	5.7%	6.4%	2.7%	2.8%	5.9%	6.3%	5.8%
AMERICAN ISUZU	17,669	26,211	37,443	52,305	86,680	82,613	78,623	95,261	41,526	22,838
		2,175	9,602	7,984	7,932	8,300	8,507	9,688	6,561	3,026
		8.3%	25.6%	15.3%	9.2%	10.0%	11.8%	10.2%	15.8%	13.2%
MITSUBISHI	931	9,222	14,943	27,100	34,985	51,862	41,139	29,189	28,766	13,270
							807	337	299	34
							2.0%	1.2%	—	—
IVECO	1,669	1,679	2,106	1,948	1,411	1,268	1,556	1,411	2,538	1,457
ISUZU TRUCK				2,526	4,661	4,825	5,566	6,053	7,684	5,486
MITSUBISHI FUSO						976	2,237	2,380	1,705	N/A
UD TRUCKS–NISSAN DIESEL AMERICA							69	1,189	1,190	N/A
IMPORT	310,809	414,951	611,346	782,795	881,725	700,703	622,401	568,397	506,284	295,207
TOTAL	26,558	43,382	77,563	99,201	108,249	49,788	49,835	49,379	40,511	25,331
	9.0%	10.0%	13.0%	13.0%	12.0%	7.0%	8.0%	8.0%	12.5%	11.7%

*Light Duty Truck Registrations Only

Total | Fleet | % Fleet



*Retail Registration Figures Only

The Job and Price Determine Service Vehicle Body Selection

But what are the other factors used by fleet managers in selecting service bodies and other auxiliary equipment for trucks and vans? To get the answer to this and other questions, the nation's Top 100 truck fleets were surveyed.

The primary criteria used by fleet managers in selecting service bodies and other auxiliary truck equipment are satisfying job organizational requirements based on a vehicle's fleet application and the pricing economies provided by equipment manufacturers, according to a first-ever survey of the nation's 100 largest truck fleets conducted by *Automotive Fleet*.

Surveyed were 100 commercial, utility, and truck rental fleets which altogether operate 536,401 Class 1-5 trucks and vans. (For a complete listing of the companies surveyed, see page 76.)

Vans represented the largest vehicle type among the surveyed fleets, accounting for 321,841 units. Altogether, 63 percent of the surveyed vans had some type of add-on equipment installed, with shelving being the most common fixture. (See Chart 1.) The other truck types included in the survey were light-duty pickups and cab/chassis units.

Among the 85,825 pickup trucks included in the survey, the number one criterion for selecting add-on equipment was price, which represented 34 percent of the responses. The primary types of add-on equipment installed on light-duty pickups were tool boxes and other accessory equipment such as parts storage bins. For light-duty pickups requiring an enclosure, 28 percent were equipped with a shell cap, while bedliners were installed in 27 percent of the vehicles. Thirteen percent of the pickup trucks in the surveyed fleets had no bed equipment added to them.

The most popular equipment ordered for Class 1-5 cab/chassis units were service bodies, which were installed on 63 percent of the 128,735 units surveyed. Stake bodies represented 20 percent of all installations, with the remaining 17 percent of the cab/chassis models being equipped with some type of truck bed system such as a cherry picker or hoist. →

Percentage of Vehicles by Type of Equipment Installed

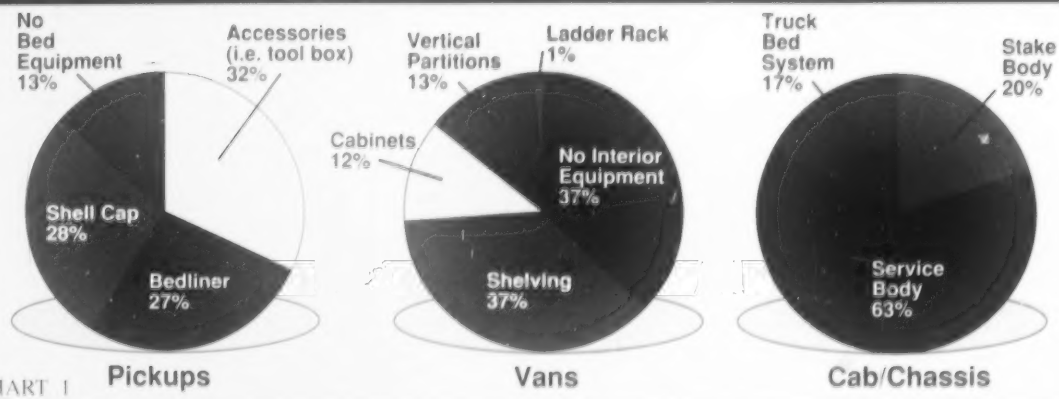
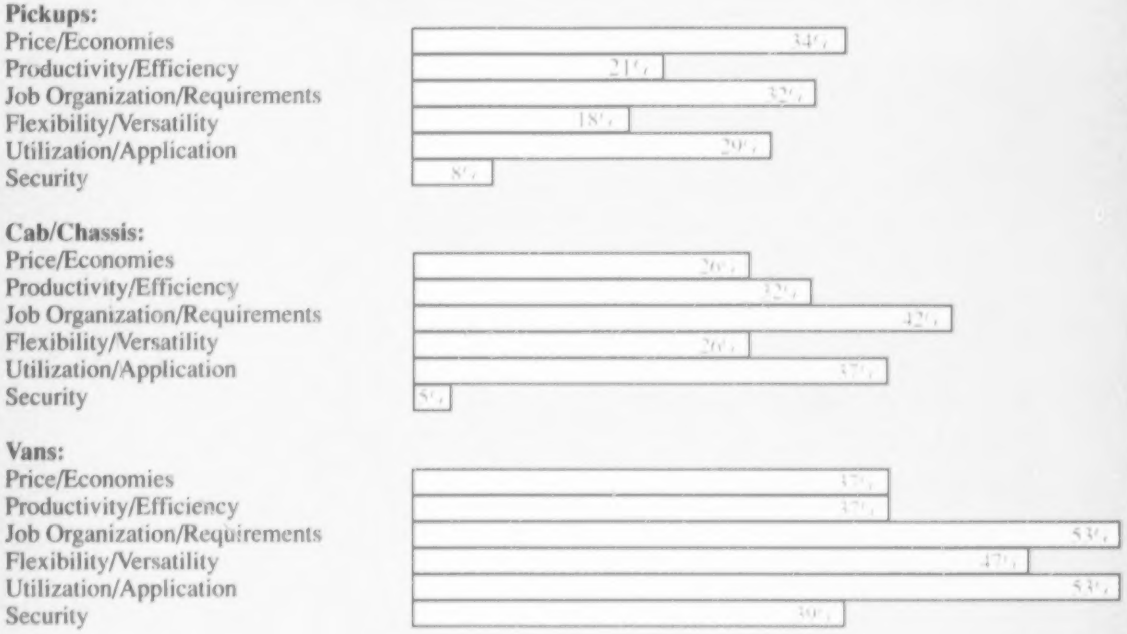


CHART 1

Selection Criteria: Why Do You Choose a Particular Product?



Note: Percentages do not add up to 100 due to multiple responses

CHART 2

Total Number of Trucks and Vans Surveyed

Vehicle Type	Number in Service	Percentage of Surveyed Fleets
Pickups	85,825	16%
Cab/Chassis	128,735	24%
Vans	321,841	60%
Total Units	536,401	

CHART 3

Estimated 1992 Service Vehicle Purchases*

	Projected Purchases*	Percentage of Fleet
Pickups	15,449	18%
Cab/Chassis	18,907	7%
Vans	54,713	17%
Total Units to be Purchased	89,069	

* Based on a survey of the nation's 100 largest truck and car fleets

CHART 4

Industries Responding by Percentage of Total Responses

Utility	16%
Food/Beverage	11%
Construction	3%
Petroleum	11%
Service	16%
Insurance	13%
Funeral	3%
Laundry	3%
Electronics	5%
Pharmaceutical	11%
Rail Transportation	3%
Manufacturing	8%
Tobacco	3%

CHART 5

The 1991 Top 100

Truck & Van Fleets (Includes Classes 1-5 Vehicles)

'91 Rank	90 Rank	Company & Headquarters	Fleet Contact(s)	Co. Owned	Lessor(s)	#Trucks &Vans
*1	1	United Parcel Service Greenwich, CT	Don Parkinson	X	—	62,000
*2	2	U-Haul Phoenix, AZ	Harry DeShong	X	—	41,000
*3	3	BellSouth Atlanta, GA	Stuart Colman	X	—	28,530
*4	4	GTE Dallas, TX	John Beck	X	—	27,065
*5	5	Federal Express Corp. Memphis, TN	Jim Gwinner	X	Fleetmark, ARI	24,316
*6	6	Quality Bakers America Greenwich, CT	David I. Armstrong	X	—	17,000
*7	7	US West, Inc. Englewood, CO	Scott Madsen	X	—	16,844
*8	8	Pacific Bell San Ramon, CA	M.H. Oxford	X	—	16,000
*9	9	Sears, Roebuck and Co. Chicago, IL	William Jones III	X	—	15,006
10	10	Frito Lay, Inc. Dallas, TX	Tom Smith	X	—	11,000
11	22	Xerox Corp. Rochester, NY	Ron Pink Arian Guess	—	GE Capital	10,000
*12	11	Penske Truck Leasing Reading, PA	Vincent W. Hartnett	X	—	9,173
13	12	Continental Baking Co. St. Louis, MO	Paul Walsh J.L. Eber	X	—	8,868
*14	13	New York Telephone Brooklyn, NY	Carl Monheit	X	—	8,300
*15	15	Airborne Freight Corp. Seattle, WA	Martin Langley	X	—	6,500
*16	16	Contel Atlanta, GA	Susan Doyle	X	—	6,354
*17	17	Chesapeake & Potomac Silverspring, MD	James Boles	X	—	6,142
*18	18	Borden Columbus, OH	Al Botbyl (Dairy) Bill Talmadge (Packaging) Frank Smepak (Snacks) Jim Pryor (Groceries)	X	Bank Americlease Beafmeir Ryder Truck Rental	6,085

*Based on last reported figures.

'91 Rank	'90 Rank	Company & Headquarters	Fleet Contact(s)	Co. Owned	Lessor(s)	#Trucks &Vans
*19	19	ARA Services Philadephia, PA	Ralph Jamic Kamran Partow	X	GE Capital	5,885
20	23	Chemlawn Columbus, OH	Ken Cheverko	X	BLC Truck Leasing Triathalon	5,308
21	20	Interstate Brands Corp. Kansas City, MO	Gary Pasche	X	—	5,190
22	21	GTE Florida Tampa, FL	Doug Carr	X	—	5,111
23	25	Shell Oil Co. Houston, TX	Larry Leverett Doug Wildman	X	GE Capital	4,544
24	27	Campbell Taggart, Inc. Dallas, TX	Ray Grzywinski	X	—	4,200
25	35	Ashland Oil Inc. Ashland, KY	William D. Bloss Steve Stewart	X	BLC Corp.	4,191
26	—	Service Corporation Houston, TX	Allen Belictoni	X	Wheels PHH FleetAmerica	4,151
27	26	Rollins Inc. Atlanta, GA	John Willis	—	B&M World Omni	4,033
*28	29	So. Cal. Edison Pomona, CA	D.N. Smith	X	—	3,950
*29	30	VPSI Detroit, MI	Stephen D. Grafe	X	—	3,930
30	31	Amoco Corp. Chicago, IL	Richard Lynch	X	PHH FleetAmerica GE Capital	3,675
*31	32	Consolidated Edison New York, NY	Joe Schiavone	X	—	3,600
*32	33	Southern New England Telecommunications Corp. New Haven, CT	Ed Bouvier	X	—	3,578
*33	34	Texaco Inc. White Plains, NY	Art Fritz	—	PHH FleetAmerica	3,575
*34	66	Goodyear Tire & Rubber Akron, OH	George Platis	X	PHH FleetAmerica	3,542
*35	36	CSX Transportation Jacksonville, FL	Jim Fronckoski Mark Gast	X	—	3,530
*36	37	Emery Worldwide Palo Alto, CA	Dean Wright, Jr.	X	Penske Truck Leasing	3,500
*37	38	American Elec. Power Service Corp. Columbus, OH	Richard Stage Kevin Dinan	—	BLC Corp.	3,450
*38	*39	Service America Corp. Stamford, CT	Wilbur O. Wachter	X	Wheels PHH FleetAmerica	3,439
*39	41	Exxon U.S.A. Houston, TX	John W. Dewees	X	—	3,300
*40	42	Duke Power Co. Charlotte, NC	Ray Hall	X	—	3,210

*Based on last reported figures.

'91 Rank	'90 Rank	Company & Headquarters	Fleet Contact(s)	Co. Owned	Lessor(s)	#Trucks &Vans
41	43	TW Services Spartanburg, SC	Helen Cook	X	ARI	3,200
*42	44	Dept. of Water & Power City of Los Angeles Los Angeles, CA	Charles DeVore	X	—	3,128
43	55	Phillips Petroleum Bartlesville, OK	James I. Grillot	X	—	3,069
*44	48	Entemann Bakery, Inc. Bay Shore, NY	Gene Bianco	X	—	3,010
*45	50	General Public Utilities Parsippany, NJ	James Williams	X	—	3,000
*46	—	Philip Morris USA New York, NY	Gregory Tarring	—	PHH FleetAmerica GE Capital	3,000
*47	51	Siemens Corp. Iselin, NJ	John Connelly	—	ARI	3,000
*48	52	Tenneco, Inc. Houston, TX	Tiny Robertson	X	—	3,000
*49	53	Terminix, Int'l. Memphis, TN	Andy Gunnell	—	Wheels	3,000
*50	54	Alabama Power Co. Birmingham, AL	Ron Allums	X	—	2,931
*51	43	ADT Security Systems Parsippany, NJ	John Africano	X	GE Capital	2,900
*52	57	Johnson Controls Milwaukee, WI	Bob Borchert	X	GE Capital, Wheels Southgate	2,830
*53	58	Suburban Propane/Petrolane Long Beach, CA	Wally Evart	X	—	2,800
54	59	Burlington Northern RR St. Paul, MN	John Long	X	—	2,700
*55	60	Carolina Telephone Co. Tarboro, NC	H.C. Davis	X	—	2,700
*56	61	United Artists Denver, CO	Fran Spenser	X	—	2,650
57	47	GE Consumer Service Louisville,KY	Phil Schilling	X	GE Capital	2,626
*58	63	Virginia Power Norfolk, VA	John Kirkland	X	—	2,549
*59	64	Bell Telephone of PA Norristown, PA	T.A. Laffert	X	—	2,530
*60	65	Consumers Power Co. Jackson, MI	Mark Brennan	X	—	2,500
61	76	Cox Enterprises, Inc. Atlanta, GA	Patsy Brownson	X	ARI, Wheels	2,481
62	68	Norfolk Southern Roanoke, VA	Sam Hammett	X	—	2,478

*Based on last reported figures.

'91 Rank	'90 Rank	Company & Headquarters	Fleet Contact(s)	Co. Owned	Lessor(s)	#Trucks &Vans
*63	70	Dow Chemical USA Midland, MI	Tom Madden Sue Soper	—	McCullagh, GE Capital Wheels	2,464
64	—	National Linen Service Atlanta, GA	Tom Spight	X	—	2,441
65	62	Honeywell, Inc. Minneapolis, MN	Gary Anderson	—	GE Capital	2,400
*66	71	Atchison Topeka Santa Fe RR Chicago, IL	Joan Williams	X	GE Capital	2,400
67	—	DHL Redwood City, CA	Rick Marquette	—	ARI, GE Capital	2,400
*68	73	Southwestern Bell St. Louis, MO	Gary Pitts	X	—	2,300
*69	74	American Bakeries Charlotte, NC	Jerry Green	X	—	2,272
*70	75	Houston Lighting & Power Co. Houston, TX	Richard Grasshoff	X	—	2,200
*71	77	USX Corp. Pittsburgh, PA	Don Hillwig	X	PHH FleetAmerica	2,046
72	72	R.J. Reynolds Tobacco Co. Winston-Salem, NC	Larry Giddens	—	PHH FleetAmerica	2,000
73	67	Westinghouse Elec. Corp. Pittsburgh, PA	Lou Dobak	X	PHH Fleet America	2,000
74	—	GE Medical System Waukesha, WI	Sheryl Grosman		GE Capital	1,981
75	—	Union Pacific Railroad Omaha, NE	Tom Lake	X	GE Capital	1,950
76	—	Environmental Industries Calabasas, CA	Bill Johnson	X	—	1,925
*77	79	Niagara Mohawk Power Corp. Syracuse, NY	John Young	X	—	1,896
78	82	Pony Express Courier Corp. Charlotte, NC	William Glasheen	—	Associates	1,896
*79	80	Columbia Gas Distribution Columbus, OH	Tim Webber	—	PHH FleetAmerica	1,877
*80	83	E.I. duPont de Nemours & Co. Wilmington, DE	Richard G. Prettyman	—	PHH Fleet America	1,820
*81	84	New England Tel. Co. Springfield, MA	Thomas Glasheen	X	—	1,800
*82	88	JR Simplot Co. Mining Mineral Pocatello, ID	Terry McLaughlin	—	Wheels	1,740
83	94	Eastman Kodak Rochester, NY	Mark Hardway	X	PHH Fleet America	1,718
*84	89	Marathon Oil Co. Houston, TX	Liz Nikel	X	PHH FleetAmerica Wheels	1,715

*Based on last reported figures.

'91 Rank	'90 Rank	Company & Headquarters	Fleet Contact(s)	Co. Owned	Lessor(s)	#Trucks &Vans
*85	86	Motorola, Inc. Schaumburg, IL	Judy Baxter	X	—	1,700
86	90	Enron Corp. Houston, TX	Don Conant	X	—	1,700
*87	91	Florida Power & Light St. Petersburg, FL	George Lindemeyer	X	—	1,685
*88	92	Stroehmann Bakeries Horsham, PA	Dale Stevens	X	PHH FleetAmerica	1,600
*89	93	Diebold Inc. Canton, OH	Linda Taylor	—	PHH FleetAmerica	1,600
90	85	Montgomery Ward Chicago, IL	Roseann Neveitt	—	PHH Fleet America GE Capital	1,560
91	—	Centerior Energy Independence, OH	Jack Sedio	X	—	1,509
*92	96	Amerigas Sacramento, CA	Jim Stevens	X	—	1,451
93	—	Cal Gas Corp. Sacramento, CA	Jimmy Todal	X	—	1,451
*94	97	Public Service Co. of CO Denver, CO	Gerry Venard	X	—	1,414
95	87	McKesson Corp. San Francisco, CA	Beverly A. Heim	X	USFL	1,401
*96	98	Union Electric Co. St. Louis, MO	Walt Caesar	X	—	1,400
97	—	Nabisco Brands East Hanover, NJ	Bill Kiddle		PHH FleetAmerica	1,400
98	—	Keebler Co. Elmhurst, IL	Richard Allen	X	—	1,400
*99	99	Arizona Public Service Phoenix, AZ	Doug McClymont	X	—	1,376
100	—	Minnesota Mining & Mfg. St. Paul, MN	Dick Martinson	X	—	1,350

*Based on last reported figures. Total 536,461

Automotive Fleet's Top 100 / Alphabetical Cross Reference

ADT Security Systems 3
Arkansas Freight Lines 4
Arkansas Power & Light 5
Arizona Public Service 99
Atlantic Richfield 6
Atlantic Electric Power 7
Avon Products 8
Avnet Corp. 9
AVX Corporation 10
Baltimore Gas & Electric 11
Bell Atlantic 12
Bell South 13
Boeing Co. 14
Burlington Northern Railroad 15
Cal Gas Corp. 93
Campbell Taggart, Inc. 16
Carolina Telephone Co. 17
Centerior Energy 91
Chemlawn 18
Chesapeake & Potomac 19
Columbia Gas Distribution 20
Consolidated Edison 21
Consumers Power Co. 84
Contel 22
Continental Baking Co. 23
Coors Co. 24
Dayton Power & Light 25
Delmarva Power & Light 26
Detroit Edison Co. 27
Diebold Inc. 89
Dow Chemical Co. 28
Duke Power Co. 29
Eastman Kodak Co. 30
Enron Corp. 86
Exxon Co. USA 31
Federal Express Corp. 32
Florida Power & Light 87
Ford Motor Co. 33
General Electric Corporate Services 34
General Electric Mfg. Co. 35
General Public Utilities 36
Georgia Power Co. 37
GTE 38
Hershey Foods Corp. 39
Honeywell, Inc. 40
Houston Industries 41
Illinois Power Co. 42
Indiana Bell Telephone Co. 43
Kansas City Power & Light 44
Kansas Power & Light 45
Kentucky Utilities Co. 46
Keebler Co. 98
Kraft, Inc. 47
Lockheed Corp. 48
Long Island Lighting Co. 49
Louisiana Power & Light 50
Maryland Cup Corp. 51
Mass Mutual Life Insurance 52
Mattel, Inc. 53
McDonnell Douglas Corp. 54
McKesson Corp. 95
Merck & Co. 55
Metropolitan Life Insurance 56
Minnesota Mining & Mfg. 100
Mobil Oil Corp. 57
Monsanto Co. 58
Montgomery Ward 90
Motorola, Inc. 85
Nabisco Brands 97
National Steel Corp. 59
New England Electric System 60
New York Telephone 61
Niagara Mohawk Power Corp. 62
Northern Telecom Inc. 63
Pacific Bell 64
Pacific Gas & Electric 65
Peoples Gas Light & Coke Co. 66
Philip Morris USA 67
Philips Petroleum Co. 68
Potomac Electric Power Co. 69
Public Service Co. of Colorado 94
Quaker Oats Co. 70
R.J. Reynolds Tobacco Co. 71
Raytheon Co. 72
Rockwell International Corp. 73
Safeway Stores, Inc. 74
Sara Lee Corp. 75
Shell Oil Co. 76
Southern California Edison Co. 77
Southern Co. 78
Southern New England Telephone 79
Southwestern Bell Telephone 80
Southwestern Public Service 81
Sprint 82
Stroehmann Bakeries 92
Tenneco, Inc. 83
Texaco, Inc. 85
Texas Instruments, Inc. 86
Time, Inc. 87
Union Electric Co. 96
Union Pacific Railroad 88
United Illuminating Co. 89
United Parcel Service 90
USX Corp. 91
USX Marathon 92
Virginia Power 93
VPSE 94
Westinghouse Electric Corp. 95
Xerox Corp. 97

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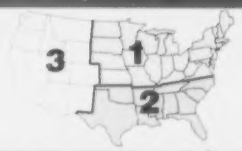
Note: The TOP 100 list is copyrighted and cannot be reproduced.

1991 Top 50 Utility Truck & Van Fleets

	CO. NAME & LOC.	FLEET CONTACT	# TRKS & VANS
1.	BellSouth Atlanta, GA	Stuart Colman	28,530
2.	GTE Dallas, TX	John Beck	28,065
3.	US West, Inc Denver, CO	Scott Madsen	16,844
4.	Pacific Bell San Ramon, CA	M.H. Oxford	16,000
5.	New York Telephone Brooklyn, NY	Carl Monheit	8,300
6.	Contel Atlanta, GA	Susan Doyle	6,142
7.	GTE Florida Tampa, FL	Doug Carr	5,111
8.	SoCal Edison Co Pomona, CA	D.N. Smith	3,950
9.	Consolidated Edison New York, NY	Joe Schiavone	3,600
10.	S. New England Telecom. New Haven, CT	Ed Bouvier	3,578
11.	American Electric Pwr. Svc Columbus, OH	Richard Stage	3,450
12.	Duke Power Co Charlotte, NC	Ray Hall	3,210
13.	Dept. of Water & Power City of Los Angeles, CA	Charles DeVore	3,128
14.	Georgia Power Co Atlanta, GA	Dave Wheelus	3,100
15.	General Public Utilities Parsippany, NJ	James Williams	3,000
16.	Alabama Power Co Birmingham, AL	Ron Allums	2,931
17.	Carolina Telephone Co Tarboro, NC	H. C. Davis	2,700
18.	Virginia Power Norfolk, VA	John Kirkland	2,549
19.	Bell Telephone of PA Norristown, PA	T. A. Laffert	2,530
20.	Consumers Power Co Jackson, MI	Mark Brennan	2,500
21.	Southwestern Bell Tel St. Louis, MO	Gary Pitts	2,300
22.	Houston Lighting & Power Houston, TX	Richard Grasshoff	2,200
23.	Niagara Mohawk Power Corp Syracuse, NY	John Young	1,896
24.	Columbia Gas Dist Columbus, OH	Tim Webber	1,877
25.	New England Tel. Co. Springfield, MA	Thomas Glasheen	1,800
26.	Florida Power & Light Co St. Petersburg, FL	George Lindemeyer	1,685
27.	Centerior Energy Independence, OH	Jack Sedio	1,509
28.	Amerigas Sacramento, CA	Jim Stevens	1,451
29.	Public Service of CO Denver, CO	Gerry Venard	1,414
30.	Union Electric Co St. Louis, MO	Walt Caesar	1,400
31.	Arizona Public Service Phoenix, AZ	Doug McClymont	1,375
32.	Northern Indiana Public Service Co. Gary, IN	John Graun	1,316
33.	Long Island Lighting Co Hicksville, NY	John Shopis	1,245
34.	Atlanta Gas Light Co Atlanta, GA	Lee Redman	1,218
35.	Philadelphia Electric Co Berwyn, PA	Mark McMalley	1,180
36.	Wisconsin Power & Light Madison, WI	Randall Converse	1,162
37.	Florida Power Corp St. Petersburg, FL	Gary Bulmer	1,160
38.	Jersey Central Power & Light Morristown, NJ	Virginia Redding	1,120
39.	Commonwealth Edison Maywood, IL	Rex Jenkins	1,028
40.	Gulf States Utilities Co Beaumont, TX	Rose Holstead	1,024
41.	Northern States Power Co Minneapolis, MN	Arnie Mach	1,022
42.	Cincinnati Gas & Electric Co Cincinnati, OH	Paul Hoeting	987
43.	Michigan Consolidated Detroit, MI	Larry Alexander	985
44.	Pacific Power & Light Co Portland, OR	Bill Goble	960
45.	Northeast Utilities Hartford, CT	H.E. Ruenhorst	930
46.	Appalachian Power Co Roanoke, VA	Wayne Jacobs	925
47.	NY State Electric & Gas Binghamton, NY	Stephen Barkwell	910
48.	ARKLA Gas Co Shreveport, LA	Joe Lions	870
49.	Oklahoma Gas & Electric Oklahoma City, OK	Quinn Bennett	764
50.	Illinois Power Co Decatur, IL	F.L. Bunch	725

USED-CAR PRICES

The following are average used-car prices for the period ending November 10,1991. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report*.



Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
89 BUICK SKYHAWK			
Coupe	5,489	5,545	5,413
Sedan	5,564	5,619	5,485
88 BUICK SKYHAWK			
Coupe	4,471	4,515	4,409
Sedan	4,535	4,581	4,472
90 BUICK SKYLARK			
Cust. Sedan	7,525	7,601	7,420
89 BUICK SKYLARK			
Cust. Sedan	6,355	6,418	6,266
90 BUICK CENTURY			
Cust. Sedan	8,153	8,235	8,038
89 BUICK CENTURY			
Cust Sedan	6,339	6,401	6,251
90 BUICK LESABRE			
Cust. Sedan	10,466	10,376	10,219
89 BUICK LESABRE			
Cust. Sedan	8,146	8,266	8,032
90 CADILLAC DEVILLE			
Coupe	16,973	17,143	16,735
Sedan	17,145	17,317	16,905
89 CADILLAC DEVILLE			
Coupe	14,012	14,153	13,816
Sedan	14,166	14,308	13,968
90 CADILLAC SEVILLE			
Sedan	17,511	17,685	17,264
89 CADILLAC SEVILLE			
Sedan	14,382	14,525	14,180
90 CHEVY BERETTA			
Coupe	7,563	7,658	7,476
89 CHEVY BERETTA			
Coupe	6,437	6,501	6,347
90 CHEVY CORSICA			
Hatchback 5 Dr	7,263	7,337	7,162
89 CHEVY CORSICA			
Hatchback 4 Dr	6,024	6,084	5,939
90 CHEVY CAVALIER			
Sedan	6,066	6,126	5,981
89 CHEVY CAVALIER			
Sedan	4,968	5,018	4,899
89 CHEVY CELEBRITY			
Sedan	5,712	5,769	5,632
88 CHEVY CELEBRITY			
Sedan	4,545	4,590	4,480
90 CHEVY CAPRICE			
Sedan	8,168	8,250	8,054
89 CHEVY CAPRICE			
Sedan	6,362	6,415	6,262
90 CHRYSLER LE BARON			
Sedan	9,069	9,159	9,942
89 CHRYSLER LE BARON			
Highline Sedan	6,177	6,177	6,030
90 CHRYSLER NEW YORKER			
Salon Sedan	10,823	10,930	10,670
89 CHRYSLER NEW YORKER			
Sedan	9,150	9,242	9,022
89 CHRYSLER FIFTH AVENUE			
Sedan	9,322	9,426	9,202
88 CHRYSLER FIFTH AVENUE			
Sedan	7,225	7,297	7,123
89 DODGE ARIES AMERICA			
Sedan	4,543	4,588	4,478
88 DODGE ARIES AMERICA			
Sedan	3,580	3,614	3,529
90 DODGE SHADOW			
Liftbk 5 Dr	6,177	6,238	6,090
89 DODGE SHADOW			
Liftbk 5 Dr	5,111	5,162	5,039
90 DODGE DYNASTY			
Sedan	8,284	8,368	8,169

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
90 FORD ESCORT			
Hitchbk 4 Dr LX	5,389	5,442	5,312
89 FORD ESCORT			
Hitchbk 4 Dr LX	4,330	4,374	4,269
90 FORD MUSTANG			
LX 4 Coupe	7,112	7,183	7,012
90 FORD TEMPO			
GL Sedan 4 Dr	6,264	6,326	6,176
89 FORD TEMPO			
GL Sedan 4 Dr	5,057	5,109	4,986
90 FORD TAURUS			
GL Sedan 4 Dr	8,588	8,674	8,466
89 FORD TAURUS			
GL Sedan 4 Dr	6,662	6,729	6,569
90 FORD CROWN VICTORIA			
Sedan	10,108	10,210	9,967
89 FORD CROWN VICTORIA			
Sedan	8,359	8,442	8,242
90 THUNDERBIRD			
Coupe	9,187	9,280	9,038
89 THUNDERBIRD			
Coupe	7,529	7,604	7,421
90 LINCOLN			
Town Car Sedan	17,171	17,343	16,930
Mark VII LSC Coupe	16,287	16,449	16,059
Continental Sedan	15,876	16,035	15,658
89 LINCOLN			
Town Car Sedan	12,681	12,809	12,505
Mark VII LSC Coupe	13,601	13,737	13,411
Continental Sedan	11,447	11,562	11,286
90 MAZDA 626			
LX Sedan 4 Dr	9,385	11,065	9,486
90 MERCURY COUGAR			
LS Coupe	9,832	9,931	9,752
89 MERCURY COUGAR			
LS Coupe	8,420	8,504	8,301
90 MERCURY TOPAZ			
GS Sedan 4 Dr	6,415	6,480	6,326
89 MERCURY TOPAZ			
GS Sedan 4 Dr	5,194	5,246	5,121
90 MERCURY SABLE			
GS Sedan 4 Dr	8,698	8,784	8,575
89 MERCURY SABLE			
GS Sedan 4 Dr	6,713	6,780	6,619
90 MERCURY GRAND MARQUIS			
GS Sedan	10,612	10,718	10,462
89 MERCURY GRAND MARQUIS			
GS Sedan	8,894	8,982	8,769
90 MITSUBISHI MIRAGE			
Sedan 4 Dr	6,147	6,207	6,085
89 MITSUBISHI MIRAGE			
Sedan 4 Dr	4,663	4,710	4,618
90 NISSAN MAXIMA			
SE Sedan	14,447	14,593	14,300
89 NISSAN MAXIMA			
SE Sedan	12,216	12,337	12,092
90 NISSAN SENTRA			
Sedan 2 Dr	5,475	5,530	5,421
89 NISSAN SENTRA			
Sedan 2 Dr	4,178	4,218	4,134
90 NISSAN STANZA			
XE Sedan	9,051	9,142	8,962
89 NISSAN STANZA			
Ntch 4 Dr	7,164	7,234	7,091
90 OLDS CIERA			
S Coupe	8,218	8,299	8,102
Sedan	8,303	8,386	8,187
89 OLDS CIERA			
Coupe	6,268	6,330	6,180
Sedan	6,339	6,403	6,251

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
90 OLDS CALAIS			
Sedan	6,688	6,756	6,595
89 OLDS CALAIS			
Sedan	5,825	5,884	5,744
90 OLDS CUTLASS SUPREME			
Coupe	9,084	9,175	8,957
89 OLDS CUTLASS SUPREME			
Coupe	7,329	7,403	7,227
90 OLDS 98 REGENCY			
Sedan	13,142	13,273	12,958
89 OLDS 98 REGENCY			
Sedan	10,131	10,231	9,989
89 PLYMOUTH RELIANT			
Sedan	4,519	4,565	4,457
88 PLYMOUTH RELIANT			
Sedan	3,580	3,614	3,529
90 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	6,159	6,221	6,073
89 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	5,111	5,162	5,039
89 PLYMOUTH GRAN FURY			
Salon Sedan	4,720	4,767	4,653
88 PLYMOUTH GRAN FURY			
Salon Sedan	3,706	3,742	3,653
90 ACCLAIM			
Sedan	6,964	7,033	6,866
90 PONTIAC SUNBIRD			
LE Sedan	6,410	6,475	6,321
SE Coupe	6,642	6,708	6,548
89 PONTIAC SUNBIRD			
LE Sedan	5,360	5,427	5,291
SE Coupe	6,510	5,566	5,434
90 PONTIAC 6000			
LE Sedan	8,022	8,103	7,910
89 PONTIAC 6000			
LE Sedan	5,956	6,015	5,872
90 PONTIAC GRAND AM			
LE Sedan	7,560	7,636	7,474
89 PONTIAC GRAND AM			
LE Sedan	6,330	6,393	6,241
90 PONTIAC BONNEVILLE			
LE Sedan	10,458	10,563	10,312
89 PONTIAC BONNEVILLE			
LE Sedan	8,083	8,165	7,971
90 PONTIAC GRAND PRIX			
Coupe	9,262	9,355	9,132
89 PONTIAC GRAND PRIX			
Coupe	7,418	7,492	7,314
90 SUBARU LEGACY			
Sedan 4Dr	8,302	8,382	8,217
90 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	9,840	9,939	9,742
89 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	8,089	8,169	8,009
90 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	7,383	7,458	7,312
89 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	6,306	6,368	6,242
90 TOYOTA CRESSIDA			
Lux Sedan	15,427	15,581	15,273
89 TOYOTA CRESSIDA			
Lux Sedan	12,833	12,963	12,705
90 VOLKSWAGEN JETTA			
GL Sedan 4 Dr	8,191	8,274	8,106
89 VOLKSWAGEN JETTA			
Sedan 4 Dr	6,679	6,747	6,612
90 VOLVO			
240 DL Sedan	12,813	12,941	12,687
89 VOLVO			
240 DL Sedan	10,690	10,797	10,583

CLASSIFIED

POSITION WANTED

CAFM with over 10 years of leadership in severe service, high mileage automobiles and light trucks, seeks challenging position relating to Maintenance, Mechanical and Vehicle Engineering, Safety and Accident Management.

Contact Fleet Manager at
1225 W. 8th St.
Erie, PA 16502

FLEET MANAGEMENT POSITION

Northeastern operation seeks six years administrative experience in a 200 vehicle operation. Experience directing passenger vehicle and customer service, inventory control, fiscal management, lease, purchase and surplus of vehicles. $39,869 plus full benefits. Send complete resume to:

P.O. Box 100
c/o Automotive Fleet
2512 Artesia Blvd.
Redondo Beach, CA 90278

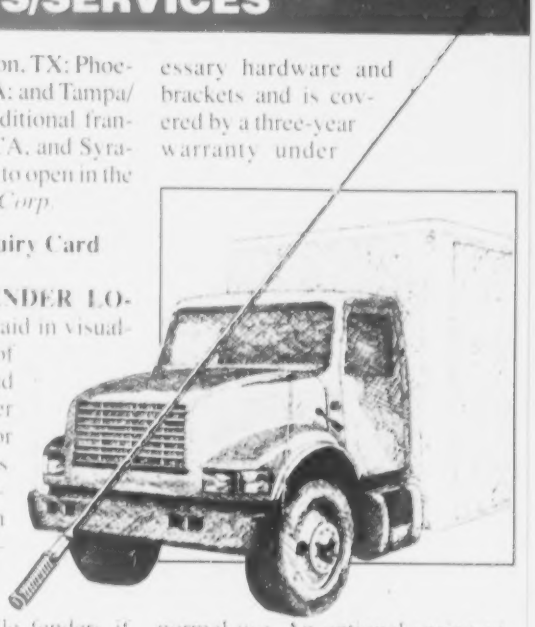
PRODUCTS/SERVICES

OH; Dallas and Houston, TX; Phoenix, AZ; Pittsburgh, PA; and Tampa/St.Petersburg, FL. Additional franchises in San Diego, CA, and Syracuse, NY are expected to open in the near future. *VehiCare Corp.*

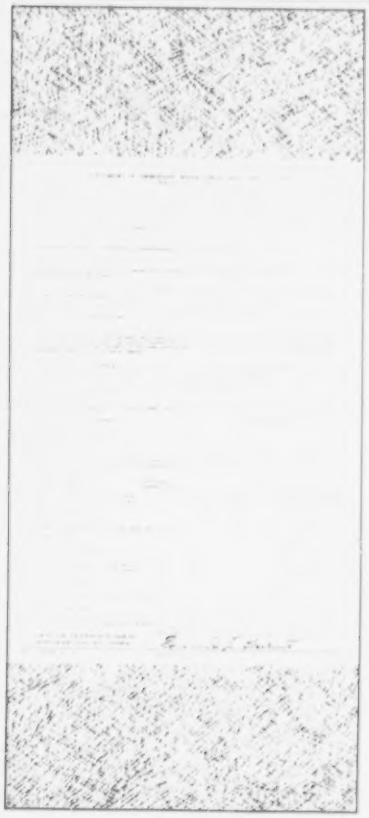
Circle 224 on Inquiry Card

MECHANICAL FENDER LOCATING DEVICES aid in visualizing the outer limits of trucks, vans, trailers, and snowplows. The Fender Finder is adaptable for any of these applications with a custom-sized fiberglass shaft and "Spin Free", polyurethane-coated mounting brackets, which prevent damage to vehicle fenders if forced out of position.

The high-visibility shaft is flexible and corrosion and UV resistant. The complete unit includes all necessary hardware and brackets and is covered by a three-year warranty under normal use. An optional spring vibration isolator also is available, as are fleet quantity discounts. *RoDon Corporation.*



Circle 225 on Inquiry Card



GAS PRICES

UNLEADED GAS
Cost Per Gallon

City	Full-Serve	Self-Serve
Little Rock, AR	143.9¢	105.9¢
Pasadena, CA	147.9	103.6
Denver, CO	162.7	120.8
Washington, D.C.	155.3	114.6
Miami, FL	145.3	108.0
Atlanta, GA	138.9	97.9
Kauai, HI	179.5	156.9
Indianapolis, IN	147.9	106.4
New Orleans, LA	155.9	115.2
Detroit, MI	141.7	105.6
St. Charles, MO	116.9	96.9
Fargo, ND	144.9	109.2
Las Vegas, NV	157.4	115.9
Oil City, PA	115.9	110.4
Cheyenne, WY	124.4	105.4

The average U.S. full-serve gasoline price for the month of November was 137.7 cents per gallon.
The average U.S. self-serve gasoline price for the month of November was 115.2 cents per gallon.
Survey conducted during the first five working days of November 1991.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.